

## Registration Form

### How to book:

- Please complete one registration form for each delegate (photocopy if necessary) and sign it.
- Fax it to +359 2 9769 569
- Register online at [www.amcham.bg](http://www.amcham.bg)

### Please register the following delegate

Name (Mr/Ms)

Title/Position

Company/Organization

Address

State/City Postcode  Country

Telephone:  Fax:

E-mail address:

Where have you made a reservation for accommodation?\*

☐ Hilton Sofia ☐ Sheraton Sofia Hotel Balkan ☐ Radisson SAS Grand Hotel

\* The above hotels offer preferential rates for the Conference participants. Please mention "AmCham Bulgaria NATO Conference" when making your reservation.

### Select option by ticking relevant box

☐ I wish to book the above delegate and I understand this booking is subject to the conditions opposite

☐ Regular participation - 700 Euro

☐ Businesses based in SE Europe - 500 Euro

☐ SE Europe AmCham Members - 440 Euro

☐ AmCham Bulgaria/Greece Members - 380 Euro

Signed .....



For any additional information, please contact:

AMERICAN CHAMBER OF COMMERCE IN BULGARIA

Business Park Sofia, Building 2, Floor 6, 1715 Sofia, Bulgaria  
Phone: (+359 2) 9769 565/6; Fax: (+359 2) 9769 569  
e-mail: [amcham@amcham.bg](mailto:amcham@amcham.bg); [www.amcham.bg](http://www.amcham.bg)

## Information

All fees include conference proceedings, delegate packs, lecturers' presentations, business breakfasts and luncheons, coffee breaks, gala dinner and welcome reception.  
The registration fee does not include hotel accommodation and travel.

### Payment

The payment should be made no later than June 25, 2004 by transfer to Citibank, N.A. Sofia  
Bank code: 25092502,  
Swift Code: CITIBGSF  
- in Euro - Account No 0420002033  
- in BGN - Account No 1042000206  
- VAT (BGN) Account - No 9042000200

### Payment Terms:

Pre-payment to be made with booking form. All conference fees quoted are VAT inclusive.

### Confirmation:

Once written confirmation of a booking has been received, together with a full remittance, you will be sent an invoice. A letter of confirmation and final program will be sent to you prior to the conference. If you do not receive this information please contact the AmCham Bulgaria Office.

### Cancellations:

All cancellations must be received in writing no later than June 24, 2004. Such cancellations are subject to a service charge of EUR 50. The Chamber regrets that no cancellations are acceptable after June 24, 2004.



## NATO Membership:

Trade and Investment Opportunities in Southeast Europe

### Organized by:



### Sponsored by:



### Supported by:



Boyana Residence, Sofia  
June 30 - July 2, 2004

[www.amcham.bg/nato](http://www.amcham.bg/nato)

Cover photo courtesy of NATO.

# NATO Membership:

Trade and Investment Opportunities in Southeast Europe



## June 30, 2004

**15:00 - 18:00** Conference Registration  
**15:00 - 18:00** Companies Briefings / Companies Presentation Panels  
**19:00 - 21:00** Welcome Reception

## July 1, 2004

### Trade and Investment Opportunities

**8:00** Conference Registration  
**8:00 - 9:30** Networking Business Breakfast  
**9:30** Official Opening  
Opening Remarks:  
Kenneth M. Lefkowitz, President of AmCham Bulgaria  
Stephanos Costopoulos, President, American-Hellenic Chamber of Commerce  
**9:40 - 10:30** Conference Address  
Simeon Saxe-Coburg Gotha, Prime Minister of Bulgaria  
Nikolay Svinarov, Minister of Defense Bulgaria  
Vassilis Mihaloliakos, Deputy Minister of Defense, Greece  
Vlado Buchkovski, Minister of Defense Macedonia  
Minister of Defense Romania /tbc/  
Minister of Defense Turkey /tbc/  
H.E. James Pardew, U.S. Ambassador to Bulgaria  
**10:30 - 11:00** Coffee break  
**11:00 - 12:00** Panel 1  
*Implementation of NATO Defense Strategy in NATO member states - key factor for effective common security*  
Moderator: Norman Ray, President, Raytheon Europe  
Key note speakers:  
Nikolay Svinarov, Minister of Defense Bulgaria  
Vlado Buchkovski, Minister of Defense Macedonia  
Bri. Gen. Christos Dellas, General Staff of National Defense - Greece  
Gen. Ion-Eftime Sandu, Deputy Chief of Armaments Department, Ministry of Defense Romania  
General Staff of Army - Turkey /tbd/  
Elbit Systems  
**12:30 - 14:15** Business Luncheon  
Key note speakers:  
Nikolay Svinarov - Minister of Defense Bulgaria  
General Nikola Kolev - Chief of Staff of Bulgarian Army  
**14:30 - 15:30** Panel 2  
*NATO Transformation and NATO Security Investment Program / Financing Defense Projects*  
Speakers: David Cooper, Senior Policy Advisor, NATO Defense Investment Division  
Patrick Botticelli, Director, Export Agency Financing - Americas, Citigroup  
Ministry of Finance of Bulgaria

### 16:00 - 17:00 Panel 3

*Challenges in Modernization of NATO members armies: ground, air and maritime forces, special forces, C4 systems, logistics*

Moderator: Brig. General Boyko Semidchiev, Chief of Directorate "Communication and Information Systems", General Staff of Bulgarian Army

Key note speakers: Elbit Systems

Tom Herway, NC3A

Scott A. Harris, President Continental Europe, Lockheed Martin.

### 17:00 - 18:00 Panel 4

*Defense Procurement and Offset Policy*

Moderator: Kiril Stoychev, Ministry of Defense, Bulgaria

Anastassios Tenekoudis, Director General of General Directorate for Defense Industry & Research, Ministry of Defense, Greece

Ministry of Defense - Romania /tbc/

Ministry of Defense - Turkey /tbc/

Ministry of Economy

Electron Progress

### 19:30 - 21:30 Gala Dinner

Key note speaker:

Georgi Parvanov, President of Republic of Bulgaria

## July 2, 2004

### Regional Security

### 8:00 - 9:30 Networking Business Breakfast

### 9:30 - 10:30 Strategic Infrastructure and Regional Security: A Political Overview

Moderator: Anastassios Tenekoudis, Director General of General Directorate for Defense Industry & Research, Ministry of Defense, Greece

John Sitalides, Executive Director, Western Policy Center, United States

Ognyan Minchev, Executive Director, Bulgarian Institute for Regional and International Studies, Bulgaria

Lyubomir Ivanov, Chairman, Atlantic Club, Bulgaria

### 10:30 - 11:00 Question & Answer Session

### 11:00 - 12:00 Business Development and Regional Cooperation

Constantine Aloupis, Corporate Director, SE Europe, Motorola Inc.

Lubomir Minchev, Executive Director, Telelink, Bulgaria

Anastassios Tenekoudis, Director General of General Directorate for Defense Industry & Research, Ministry of Defense, Greece

### 12:30 - 13:00 George Katsirdakis, Head of Defense Cooperation, Defense Policy & Planning Division, NATO, Belgium

### 13:00 - 13:30 Question & Answer Session

### 13:30 - 15:00 Business Luncheon

Keynote Speaker: Vassilis Mihaloliakos, Deputy Minister of Defense, Greece